

UNITED STATES DISTRICT COURT

NORTHERN DISTRICT OF CALIFORNIA

CHARLES DAVIDSON and CD &)
PWS ENTERPRISES, INC.,)
Plaintiff(s),)
v.)
CONOCOPHILLIPS CO. AND DOES)
1-100,)
Defendant(s).)

No. C08-1756 BZ
**ORDER ON DEFENDANTS' MOTION
FOR SUMMARY JUDGMENT**

On March 5, 2008, plaintiffs Charles Davidson and CD & PWS Enterprises, Inc. ("Davidson", collectively "plaintiffs") filed suit against defendant ConocoPhillips Co. ("defendant"), for breach of contract; intentional misrepresentation; negligent misrepresentation; and violation of Cal. Bus. & Prof. Code § 1700 *et seq.*¹ Before the Court is defendant's motion for summary judgment. For the reasons set forth below, defendant's motion is **GRANTED IN PART AND DENIED IN PART.**

¹ All parties have consented to my jurisdiction, including entry of final judgment, pursuant to 28 U.S.C. § 636(c) for all proceedings.

1 It is undisputed that beginning in 2001, plaintiffs
2 operated a Union 76 station in San Ramon, California as a
3 franchisee of defendant. The franchise relationship was
4 governed by a "Dealer Station Lease and Motor Fuel Agreement"
5 ("Franchise Agreement"), as well as two subsequent renewal
6 agreements. On January 20, 2001, the parties signed a
7 Franchise Agreement for a three year term to expire on January
8 31, 2004.² The Franchise Agreement provided that it could
9 only be modified by a writing signed by both parties.

10 On January 8, 2003, Davidson received a letter from
11 defendant setting forth a rent reimbursement program for
12 improving gas station service bays.³ The letter informed
13 dealers that if they elected to invest their capital "for the
14 betterment of a service station's operations", they would be
15 "eligible for an investment allowance to recoup a portion or
16 all of their investment depending on project scope."

17 (Davidson Depo. Ex. 7.)⁴

18 Upon receiving this letter, Davidson told David Vann
19 ("Vann"), the ConocoPhillips Wholesale Territory
20 Representative for the San Ramon area, that he wanted to build
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22

23 ² The parties executed two renewals of the Franchise
24 Agreement. One renewal was for the period beginning on
25 February 1, 2004 and ending January 21, 2007 and the other was
for the period beginning on February 1, 2007 and ending January
31, 2010.

26 ³ The letter was a form letter sent to all western
27 United States dealers.

28 ⁴ Defendant's objections to the January 8, 2003 letter
are **OVERRULED**.

1 a car wash at his San Ramon station.⁵

2 On July 1, 2003, Davidson met with Vann and David Scarlet
 3 ("Scarlet"), ConocoPhillips' Regional Construction Engineer,
 4 to discuss the construction of a car wash at plaintiffs' San
 5 Ramon station. The details of this conversation are disputed;
 6 plaintiff asserts that Vann told him that the car wash
 7 installation project fell within the new rent program outlined
 8 in the January 8 letter, while defendant asserts that neither
 9 Vann nor Davidson discussed rent reimbursement for the car
 10 wash project at this meeting.

11 On July 24, 2003, Davidson wrote Scarlet that he intended
 12 to build a car wash at the San Ramon station, and believed
 13 that he would be entitled to rent reimbursement for the cost
 14 of the car wash project. According to defendant, neither
 15 Scarlet nor Vann received plaintiff's July 24, 2003 letter.

16 On July 25, 2003, Scarlet sent a letter to Davidson
 17 titled "Initial Review and Approval", which approved
 18 plaintiffs' initial plans for the construction of a car wash,
 19 but was silent with regard to rent reimbursement. The letter
 20 also stated that prior to beginning installation of the car
 21 wash, Davidson would be required to submit four additional
 22 pieces of information.⁶

23 ⁵ Defendant's objections to Davidson's discussion with
 24 Vann are **OVERRULED**.

25 ⁶ This information included, among other things, a copy
 26 of the installing contractor's liability insurance certificate
 27 and business license, as well as a drawing detailing the
 28 installation location and any potential utilities interference
 information. Defendant's objection to plaintiff's assertion
 that Scarlet "responded" to defendant's July 24 letter is
SUSTAINED. All other objections to Scarlet's letter are

1 Over the next several years, Davidson worked with the
2 City of San Ramon to obtain use permits, and also obtained a
3 loan to finance the installation of the car wash. Plaintiffs
4 kept defendant apprised of the process of obtaining permits
5 for the car wash.⁷ Plaintiffs finally received city approval
6 of the car wash in January 2006 and a loan for a lease on the
7 necessary equipment for the car wash in February 2006.⁸

8 In March 2006, Davidson met in person with Greg
9 Pellegrino ("Pellegrino"), ConocoPhillips' Sales and
10 Operations Manager for the San Ramon area, to discuss
11 confirmation of the rent reduction as consideration for the
12 capital improvement of the car wash. At that time, Pellegrino
13 told Davidson that he would let him know in a few days whether
14 Davidson would be reimbursed for the car wash project.

15 (Davidson Depo. 123:14.) In April 2006, Davidson and Vann
16 exchanged a series of emails. In these emails, Davidson
17 informed Vann that his first loan payment for the equipment
18 lease was coming due, and requested rent reimbursement from
19 defendant. Vann responded to Davidson's emails by stating
20 that he was "working on the issue" and that he would have

21
22
23 **OVERRULED.**

24 ⁷ Defendant's objection to Davidson's speculation that
25 it received updates about the car wash project from the City of
San Ramon is **SUSTAINED**. Defendant's objections regarding
whether defendant received updates about the car wash project
from plaintiffs are **OVERRULED**.

26
27 ⁸ At this time, the first renewal of the Franchise
28 Agreement had been executed, and was to take effect on February
1, 2006.

1 additional information for Davidson by May 1.⁹ (Davidson
 2 Decl. Ex. 8.).

3 On June 3, 2006, Davidson sent another email to Vann,
 4 which stated that he expected to receive his permit from the
 5 City of San Ramon that week, and that he intended to begin
 6 construction of the car wash immediately. The email asked
 7 whether Davidson needed to provide any additional information
 8 to defendant before starting construction. Davidson also
 9 inquired about the "reimbursement issue." Vann responded that
 10 "you should have some communication . . . soon" about the
 11 reimbursement issue. Vann also asked whether Davidson had
 12 sent defendant all of the necessary paperwork. Davidson
 13 responded by faxing defendant the remaining paperwork.

14 On June 14, 2006, defendant sent a letter to plaintiffs
 15 and informed them that it did not currently have a program to
 16 assist franchisees who made improvements to their stations.
 17 Having already paid for the car wash equipment, which was to
 18 be delivered to the station for installation in July,
 19 plaintiffs installed the car wash, at a cost of \$455,000,
 20 despite receiving this letter.¹⁰ Plaintiffs operated the car
 21 wash from December 2006 until October 2007, when they
 22 eventually lost their Union 76 San Ramon station, as well as
 23 another Union 76 station they operated in Pleasant Hill.¹¹

24
 25 ⁹ Defendant's objections to Exhibit 8 are **OVERRULLED**.

26 ¹⁰ Defendant's objections to this evidence are
 27 **OVERRULLED**.

28 ¹¹ Defendant's objections to this evidence are
OVERRULLED.

1 In its motion, defendant contends that 1) the 2007
 2 renewal of the Franchise Agreement contains an integration
 3 clause which precludes plaintiffs from alleging there was an
 4 earlier oral contract; 2) the parol evidence rule bars the
 5 introduction of any oral modifications of the written
 6 Franchise Agreement; 3) the statute of frauds bars the
 7 introduction of the alleged oral modification of the Franchise
 8 Agreement; 4) the oral modification is barred by the provision
 9 of the Franchise Agreement that expressly prohibits oral
 10 modifications; 5) the oral modification fails as uncertain;
 11 and 6) plaintiffs cannot raise a triable issue of fact
 12 regarding their misrepresentation and Cal. Bus. & Prof. Code
 13 claims because, *inter alia*, plaintiffs cannot prove that
 14 defendant made a "knowingly false" representation.¹²

15 I begin with the issue whether an oral modification of a
 16

17 ¹² Defendant also argues that plaintiff Davidson has no
 18 standing to assert any of the claims in the complaint because
 19 Davidson did not individually lease or operate the San Ramon
 20 station. While the Court agrees with defendant that Davidson
 21 does not have standing to assert the breach of contract claim,
 22 (see Sherman v. British Leyland Motors, Ltd., 601 F.2d 429, 439
 23 (1979)), Davidson does have standing to assert his
 24 misrepresentation claims, as these claims are not derivative.
 25 An action is derivative "if the gravamen of the complaint is
 26 injury to the corporation, or to the whole body of its stock
 27 and property without any severance or distribution among
 28 individual holders, or it seeks to recover assets for the
 corporation or to prevent the dissipation of its assets."
Jones v. H.F. Ahmanson & Co., (1969) 1 Cal.3d 93, 106 (1969)
 (citing Gagnon Co., Inc. v. Nevada Desert Inn, Inc., 45 Cal.2d
 448, 453 (1955)). Here, Davidson "does not seek to recover on
 behalf of the corporation for injury done to the corporation"
 by defendant. Jones, 1 Cal.3d at p. 107. Instead, "the
 gravamen of [his] cause of action is injury to [himself]"
Id.; see also Sutter v. General Petroleum Corp., 28 Cal. 2d
 525, 530 (1946) (a stockholder may sue individually "where the
 action is based . . . on a fraud affecting him directly.").
 Thus, defendant's motion for summary adjudication based on
 Davidson's lack of standing is **DENIED**.

1 written agreement is allowable in the face of a provision
 2 requiring that any modification be in writing and be signed by
 3 both parties. The written Franchise Agreement (as well as
 4 both renewals), contains the following provision: "The terms
 5 and conditions can only be changed by a document signed [by
 6 both parties]." (Davidson Depo. Exh. 1.)

7 Section 1698 of the California Civil Code governs. As
 8 amended¹³, section 1698 provides, in part, as follows: "(a) A
 9 contract in writing may be modified by a contract in writing.
 10 (b) A contract in writing may be modified by an oral agreement
 11 to the extent that the oral agreement is executed by the
 12 parties. (c) Unless the contract otherwise expressly
 13 provides, a contract in writing may be modified by an oral
 14 agreement supported by new consideration." Cal. Civ. Code
 15 § 1698.

16 Section 1698(b) allows modification of a written contract
 17 by an oral agreement to the extent the oral agreement is
 18 executed. This is true regardless of whether the written
 19 agreement contains a clause expressly prohibiting oral
 20 modification. See, e.g., Miller v. Brown, 136 Cal. App. 2d
 21 763, 775 (1955) (". . . an executed oral agreement may alter
 22 an agreement in writing, even though, as here, the original
 23 contract provides that all changes must be approved in

24 ¹³ "Before the amendment of Civil Code section 1698 in
 25 1976, California law offered inadequate guidance to parties who
 26 found it necessary to make an enforceable oral modification of
 27 written contracts (other than for the sale of goods), and the
 28 code was subject to a number of judicial interpretations." Coldwell Banker & Co. v. Pepper Tree Office Center Associates, 106 Cal. App. 3d 272, 279 (1980) (citing 8 Pacific L.J. 194 (1977)).

writing. This is so because the executed oral agreement may alter or modify that provision of the contract as well as other portions." (citing Heple v. Kluge, 114 Cal. App. 2d 473 (1952); Nuttman v. Chais, 101 Cal. App. 2d 476 (1952) (fully executed oral modification); D. L. Godbey & Sons Const. Co. v. Deane, 39 Cal.2d 429 (1952)); *see also* Cal. Law Revisions Com., 9 West Ann. Civ. Code (1985 ed.) § 1698 p.722 ("The introductory clause of subdivision (c) recognizes that the parties may prevent enforcement of *executory* oral modifications by providing in the written contract that it may only be modified in writing. See Com. Code § 2209(2) for a comparable requirement. Such a provision would not apply to an oral modification valid under subdivision (b).") (emphasis added).

Importantly, "'[e]xecuted' in § 1698(b) has the normal meaning of that term in contract law. That is, the agreement must have been fully performed." Fanucchi & Limi Farms v. United Agri Prods., 414 F.3d 1075, 1080-81 (9th Cir. 2005) (citing Lockheed Missiles & Space Co. v. Gilmore Indus., 135 Cal. App. 3d 556, 559, 185 Cal. Rptr. 409 (1982)); *see also* Cal. Civ. Code § 1661 ("An executed contract is one, the object of which is fully performed."); Newman v. Albert, 170 Cal. App. 2d 678 (" . . . an executed oral agreement will serve as a modification or release of a written agreement . . . without regard to the presence or absence of a consideration.") (citations omitted). "Accordingly it is well settled that in order to be 'executed' an agreement must be *fully performed on both sides.*" Lockheed Missiles & Space

1 Co., 135 Cal. App. 3d at 559 (citations omitted) (emphasis
 2 added). Because plaintiffs argue that defendant breached its
 3 obligation under the oral agreement by failing to perform,
 4 plaintiffs' argument must fail, as the requirements of
 5 subsection (b) have not been satisfied. *See Xnergy v. Hess*
 6 *Microgen, LLC*, No. 06-343, 2007 U.S. Dist. LEXIS 63812 at *11
 7 (S.D. Cal. August 29, 2007); *see generally Coldwell Banker &*
 8 *Co.*, 106 Cal. App. 3d at 280-81 overruled on other grounds in
 9 *Barrett v. Bank of America*, 183 Cal. App. 3d 1362, 1371
 10 (1986).¹⁴

11 Section 1698(c) allows oral modification of a written
 12 contract under two conditions: first, the oral modification
 13 must be supported by new consideration and second, the written
 14 agreement must not have a clause that expressly prohibits oral
 15 modifications. *See Conley v. Matthes*, 56 Cal. App. 4th 1453,
 16 1464 (1997) ("Oral modifications of written agreements are
 17 precluded only if the written agreement provides for written
 18 modification.") (citing *Marani v. Jackson*, 183 Cal. App. 3d
 19

20 ¹⁴ There are a handful of cases that have found that
 21 where one party to a contract fully performs according to an
 22 oral modification supported by new consideration, the court may
 23 consider the parol contract as a valid modification. *See*,
 24 *e.g.*, *MacIsaac & Menke Co. v. Cardox Corp.*, 193 Cal. App. 2d
 25 661, 670 (1961) ("An oral agreement fully executed by one
 26 party, if supported by consideration, will constitute a valid
 27 modification of a prior written agreement."); *Kelley v. R. F.*
 28 *Jones Co.*, 272 Cal. App. 2d 113 (1969); *Sanders Construction*
Co. v. San Joaquin First Fed. Sav. & Loan Assc'n, 136 Cal. App.
 3d 387, 396 (1982). The cases that so hold rely on *D. L.*
Godbey & Sons Const. Co. v. Deane, 39 Cal.2d 429, 433 (1952),
 which, while not expressly overruled, has been superseded by
 the 1976 amendments to section 1698. Moreover, the cases are
 distinguishable because they involved oral modifications of
 written agreements that did not contain provisions that
 expressly mandated that all modifications be in writing.

1 695, 704 (1986) (noting that oral modification of a written
 2 contract is allowed only if "the written contract does not
 3 contain an express provision requiring that modification be in
 4 writing")).¹⁵

5 It is apparent from the provision of the Franchise
 6 Agreement quoted above that the agreement expressed a clear
 7 intent to preclude oral modifications of the kind claimed by
 8 plaintiffs. Plaintiffs therefore cannot rely on § 1698(c) in
 9 support of their oral modification claim.

10 In a further attempt to enforce the alleged oral
 11 agreement, plaintiffs argued for the first time during the
 12 hearing that 1698(d) applies to this dispute, asserting the
 13 doctrines of waiver and independent collateral oral agreement.
 14 Section 1698(d) provides "[n]othing in this section precludes
 15 in an appropriate case the application of rules of law
 16 concerning . . . , waiver of a provision of a written
 17 contract, or oral independent collateral contracts." Cal.
 18 Civ. Code § 1698(d).

19 _____
 20 ¹⁵ Plaintiffs' attempt to distinguish Marani is
 21 unavailing. The court's discussion in Marani that focused on
 22 whether new consideration had been provided to support the
 23 alleged oral modification was an alternative argument set forth
 24 by the court, not its primary focus. See Marani, 183
 25 Cal.App.3d at 705-06 ("The instant contract contains the
 identical provision precluding modification other than in
 writing . . . [t]his alone would require exclusion of the oral
 agreement.") Moreover, plaintiffs' reliance on Mechanical
Contractors Assn. v. Greater Bay Area Assn., 66 Cal. App. 4th
 672 (1998), for the proposition that oral modifications of
 written contracts are permissible even if the written agreement
 specifies that modifications must be in writing, is misplaced.
Mechanical Contractors Assn. interpreted the written collective
 bargaining agreement at issue in that case under federal law,
 and therefore did not apply the provisions of Cal. Civ. Code
 § 1698. Id. at 686.

1 Under the plain language of subdivision (d) of section
2 1698, a modification of a written contract may result when a
3 party to that contract has waived one or more of the contract
4 provisions. "The term 'waiver' is sometimes used
5 indiscriminately to refer to the doctrine of waiver, and the
6 distinct but similar doctrine of estoppel. Waiver refers to
7 the act, or the consequences of the act, of one side. Waiver
8 is the intentional relinquishment of a known right after full
9 knowledge of the facts and depends upon the intention of one
10 party only. Waiver does not require any act or conduct by the
11 other party. Thus, the pivotal issue in a claim of waiver is
12 the intention of the party who allegedly relinquished the
13 known legal right." Old Republic Ins. Co. v. FSR Brokerage,
14 Inc., 80 Cal. App. 4th 666, 678 (2000) (citations omitted).

15 Under California law, a party claiming waiver must show
16 evidence of an intent to waive a contractual term, which may
17 be demonstrated by the conduct of the parties. Biren v.
18 Equality Emergency Medical Group, Inc., 102 Cal. App 4th 125,
19 141 (2002). Plaintiffs argue that defendant's intent to waive
20 the "no oral modification" clause of the Franchise Agreement
21 is evidenced by the snack shop remodel that occurred in 2002,
22 wherein plaintiffs remodeled the snack shop and received rent
23 reimbursement for the remodel prior to memorializing the
24 remodel in writing. Defendant argues that the snack shop
25 remodel was an anomaly, and points to the fact that the
26 agreement that memorializes the snack shop remodel
27 specifically states that plaintiffs agree "to make no
28 additional modification, improvements, or alterations to the

building or to other portions of the Station, . . . , without obtaining Conocophillips's prior written approval."¹⁶ In the face of this provision, I find that a reasonable jury could not conclude that defendant, by reimbursing plaintiffs for the 2002 remodel, intended to waive the "no oral modification" clause of the Franchise Agreement.

Plaintiffs also try to enforce the alleged oral modification by arguing that the car wash reimbursement agreement was an oral independent collateral contract. In order to qualify as an independent collateral contract, the alleged collateral agreement must not qualify or be inconsistent with any of the terms of the written contract.

Dobbins v. Horsfall, 58 Cal. App. 2d 23, 29 (1943); see also Malmstrom v. Kaiser Aluminum & Chemical Corp., 187 Cal. App. 3d 299, 318 (1986) (employee's alleged oral agreement whereby employer would fire him only for cause was inconsistent with written at-will agreement and therefore was not independent and collateral). Here, an oral side agreement by the parties permitting remodeling of plaintiffs' service bays in exchange for rent reimbursement would have been at odds with a number of provisions of the Franchise Agreement and is therefore not independent and collateral.¹⁷

¹⁶ The agreement also provides that "[e]xcept as modified herein, the [Franchise Agreement] and other related documents, and all of their terms and conditions, are unchanged and remain in effect."

¹⁷ For example, such a side agreement would have conflicted with the rent provision, as well as the provision prohibiting any alterations or business changes to the station, structural or otherwise, without first obtaining the written consent of defendant.

1 Accordingly, defendants' motion for summary judgment as
 2 to plaintiffs' breach of contract claim is **GRANTED**.¹⁸

3 Defendant also seeks summary judgment as to plaintiffs'
 4 intentional and negligent misrepresentation claims, arguing
 5 that plaintiffs cannot show evidence that defendant made a
 6 knowingly false representation to plaintiffs or that
 7 plaintiffs justifiably relied on any oral representations made
 8 by defendant concerning the existence or applicability of any
 9 rent reimbursement programs.¹⁹

10 Plaintiffs contend that the false representations on
 11 which they rely were made by Vann in July 2003, not long after
 12 plaintiffs received the January 2003 letter from defendant
 13 that explained the existence of a new rent reimbursement

14 ¹⁸ Having found that the provision in the Franchise
 15 Agreement prohibits executory oral modifications, I need not
 16 reach the issues presented by defendants regarding the
 17 application of the parol evidence rule or the statute of
 18 frauds, nor do I reach the issue of whether the modification
 19 fails for uncertainty.

20 ¹⁹ Under California law, negligent misrepresentation is
 21 a form of deceit, the elements of which consist of (1) a
 22 misrepresentation of a past or existing material fact, (2)
 23 without reasonable grounds for believing it to be true, (3)
 24 with intent to induce another's reliance on the fact
 25 misrepresented, (4) ignorance of the truth and justifiable
 26 reliance by the claimant, and (5) damages. Fox v. Pollack, 181
 27 Cal. App. 3d 954, 962 (1986); Small v. Fritz Companies, Inc.,
 28 30 Cal.4th 167, 173-174 (2003); 5 Witkin, Summary of Cal. Law
 (10th ed. 2005) Torts § 818, p. 1181. A claim for negligent
 misrepresentation does not require proof of knowledge of the
 falsity of the representation; an honest belief in the truth of
 the statement, without a reasonable ground for that belief, is
 sufficient. R & B Auto Center, Inc. v. Farmers Group, Inc.,
 140 Cal. App. 4th 327, 377 (2006). The elements of a cause of
 action for intentional misrepresentation are (1) a
 misrepresentation, (2) made with knowledge of its falsity, (3)
 intent to defraud or to induce reliance, (4) justifiable
 reliance, and (5) resulting damage. Charnay v. Cobert, 145
 Cal. App. 4th 170, 184-185 (2006); Philipson & Simon v.
Gulsvig, 154 Cal. App. 4th 347, 363 (2007).

1 program. Assuming that Vann actually made all the
2 representations asserted by plaintiffs, as I must do in
3 considering defendant's request for summary judgment, I
4 conclude that these statements were of a nature to give rise
5 to an action for misrepresentation.

6 Plaintiffs submitted evidence that Vann represented to
7 Davidson in 2003 that plaintiffs would be entitled to rent
8 reimbursement if Davidson installed a car wash at the San
9 Ramon station, but that Vann later testified at deposition
10 that there was never a program in place that would have
11 entitled plaintiffs to rent reimbursement for installing a car
12 wash. This evidence suggests that even though Vann knew that
13 plaintiffs would never be entitled to rent reimbursement for
14 installing a car wash, he nonetheless told Davidson that
15 defendant had a reimbursement program that covered car wash
16 installment expenses.²⁰

17 Plaintiffs have also submitted evidence that Davidson's
18 reliance on Vann's representations was justifiable.
19 Plaintiffs evidence shows that during the three years or so in
20 which plaintiffs pursued their car wash installation project,
21 Davidson received vague and imprecise information from
22 defendant about whether there was a rent reimbursement program
23

24 ²⁰ During the hearing, plaintiffs also argued that the
25 evidence suggests that Vann may have concealed facts from
26 plaintiffs. Specifically, plaintiffs contend that while Vann
27 may have been telling the truth in 2003 about the existence of
28 a reimbursement program that covered car wash installations,
Vann may not have informed plaintiffs when that program was
cancelled, thereby allowing plaintiffs to continue to expend
resources so that the San Ramon station would receive a car
wash remodel at no cost to defendant.

1 in place that would cover the car wash project, and how to
 2 proceed with the project to ensure that it fell within the
 3 ambit of any such program. Plaintiffs evidence also shows
 4 that in 2002, the parties orally modified the Franchise
 5 Agreement to allow plaintiffs to install a snack shop at the
 6 San Ramon station, a modification that was fully executed by
 7 both parties before it was memorialized in writing. Given the
 8 conduct of the parties over the years, a reasonable jury could
 9 find that Davidson's reliance on Vann's statements and
 10 defendant's conduct was justifiable.²¹

11 From the evidence submitted by plaintiff, I find that a
 12 reasonable jury could conclude that plaintiffs were either
 13 intentionally or negligently defrauded by defendant.

14 Accordingly, defendant's motion for summary judgment on
 15

16 ²¹ Defendant's argument that reliance on oral
 17 representations that contradict or vary the expressly
 18 integrated terms of a written agreement is unreasonable as a
 19 matter of law is unpersuasive. Justifiable reliance is
 20 ordinarily a question of fact to be decided by a jury. See,
 21 e.g., Guido v. Koopman, 1 Cal. App. 4th 837, 842 (1991). And
 22 the case law cited by defendant is readily distinguishable from
 23 the case at bar. For example, in Dore v. Arnold Worldwide, Inc., 39 Cal. 4th 383, 393 (2006), the court noted that no oral
 24 representations were made to plaintiff by defendant, stating
 25 "[plaintiff] conceded in his deposition that no one at AWI
 26 specifically told him he would be employed there so long as his
 work was satisfactory or that he could be fired only for good
 cause." Unlike the case at bar, Dore did not involve oral
 representations that conflicted with the terms of the contract
 signed by the plaintiff. In short, neither of the cases cited
 by defendant involved a course of conduct, including past
 practice and oral representations, which makes them easily
 distinguishable. Because reasonable minds could differ over
 whether Davidson's reliance on the various representations made
 by Vann and others was reasonable, even in the face of the
 renewal agreements that were silent on the issue of the car
 wash project, this claim is better suited for disposition by a
 jury.

1 plaintiff's misrepresentation claims is **DENIED**.²²

2 Finally, defendant seeks summary adjudication on
 3 plaintiffs' UCL claim. Defendants argue, in part, that
 4 plaintiffs' UCL claim fails because plaintiffs cannot show
 5 that members of the public are likely to be deceived by any
 6 unlawful, unfair, or fraudulent practices. Plaintiffs argue
 7 that defendant has a "widespread practice" of requiring its
 8 California dealers to waive all state and federal claims and
 9 that it is "fair to presume" that the approximate 600
 10 ConocoPhillips gas station dealers in California were required
 11 to sign an agreement like the Franchise Agreement in this
 12 case, which by virtue of the integration clause, required them
 13 to waive all claims against defendant in violation of section
 14 2805(f) of the Petroleum Marketing Practices Act ("PMPA").
 15 Plaintiffs have cited no authority for the proposition that
 16 the inclusion of an integration clause into an agreement
 17 governed by the PMPA is a *per se* violation. In fact, many
 18 courts have analyzed integration provisions in agreements
 19 governed by the PMPA and upheld their validity despite the
 20 fact that such clauses sometimes have the effect of excluding
 21 claims against franchisors. See, e.g., Hazara Enter., Inc. v.
 22

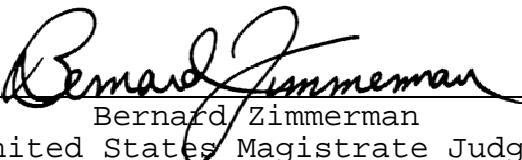
23 ²² In their opposition papers, plaintiffs request the
 24 Court to consider the doctrine of promissory estoppel pursuant
 25 to Cal. Civ. Code § 1698(d). Plaintiffs neither asserted this
 26 doctrine in their complaint nor argued why this doctrine is
 27 applicable at the hearing. The Court is not prepared to allow
 28 plaintiffs to plead this doctrine for the first time in
 response to defendant's motion, especially since plaintiffs'
 claim for negligent misrepresentation appears to provide them
 with a remedy similar to what a promissory estoppel claim
 provides.

1 Motiva Enter., LLC, 126 F. Supp. 2d 1365 (S.D. Fla. 2000);
2 Partner & Partner, Inc. v. ExxonMobil Oil Corp., No. 05-74499,
3 2008 U.S. Dist. LEXIS 25518, at *7 (E.D. Mich. March 31,
4 2008). However, plaintiffs claim they need additional
5 discovery to support their UCL claim on different grounds.
6 Their motion for a Rule 56(f) continuance is **GRANTED**.
7 Defendant's motion for summary adjudication is **DENIED** as to
8 plaintiffs' UCL claim without prejudice.

9 Based on the foregoing, it is **ORDERED** that:

10 1. Defendant's motion for summary adjudication as to
11 plaintiffs' breach of contract claim is **GRANTED**;
12 2. Defendant's motion for summary adjudication as to
13 plaintiffs' negligent and intentional misrepresentation claims
14 is **DENIED**;
15 3. Defendant's motion for summary adjudication as to
16 plaintiffs' Cal. Bus. & Prof Code claim is **DENIED** subject to
17 renewal after additional discovery has been taken by
18 plaintiffs. Plaintiffs shall complete their discovery by
19 **August 17, 2009.**

20 Dated: July 10, 2009

21 
22 _____
23 Bernard Zimmerman
24 United States Magistrate Judge

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26 JUDGMENT V.3.wpd

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